



REQUEST FOR PROPOSALS FOR
BROADBAND DEPLOYMENT
AND
SERVICES
IN
PENNS GROVE, NJ

COVER PAGE

REQUEST FOR PROPOSAL- BROADBAND DEPLOYMENT AND SERVICES IN PENNS GROVE, NJ

BOROUGH OF PENNS GROVE 1 STATE STREET P.O. BOX 527 PENNS GROVE, NJ 08069	RFP: BROADBAND DEPLOYMENT & SERVICES Date: March 11, 2026 Written questions should be directed to: engineer@pennsgrove-nj.org
Return responses no later than: Response Date: April 1, 2026 Time: 10:00 a.m.	Submit to: Borough of Penns Grove Attn: Sharon Williams, Clerk 1 State Street Penns Grove, NJ 08069 EMAIL: SWILLIAMS@PENNSGROVE-NJ.ORG

Broadband Services in Penns Grove, NJ

To respond to this Request for Proposal (“RFP”), this Cover Sheet and all appropriate forms must be completed and submitted. The Borough of Penns Grove is requesting that one (1) copy and one (1) flash drive be returned to the above address via US Postal Service or hand delivery in response to this RFP.

MUST BE SIGNED TO BE VALID	
Company:	DATE:
MAILING ADDRESS:	PHONE:
CITY:	E-MAIL:
SSN OR FEDERAL TAX NO.:	TITLE OF AUTHORIZED REPRESENTATIVE:
AUTHORIZED SIGNATURE:	PRINTED NAME:
	DATE:

LEGAL NOTICE FOR BROADBAND DEPLOYMENT AND SERVICES RFP IN PENNS GROVE, NJ

The Borough of Penns Grove (Penns Grove) is requesting sealed bids from Internet Service Providers (ISPs) to deploy a broadband network and deliver broadband service to an unserved/underserved region of Salem County, NJ, spanning the area of the Penns Grove-Carneys Point School District (Investment Area).

This procurement is being undertaken through the competitive contracting process pursuant to N.J.S.A. 40A:11-4.1 et seq. and applicable regulations, including N.J.A.C. 5:34-4.

Said proposals are to be sent by U.S. Mail or Hand Delivery to: **Borough of Penns Grove, Attn: Sharon Williams, Municipal Clerk, 1 State Street, Penns Grove, NJ 08069 by 10:00 a.m. April 1, 2026. No electronic submissions will be accepted.**

This RFP reflects the commitment of the Borough of Penns Grove to ensure reliable high-speed broadband is available to as many local residents, businesses and Community Anchor Institutions (collectively “premises”) as possible.

The purpose of this RFP is to solicit responses for FTTH broadband solutions from one or more Applicants to support the Investment Area (see map in Appendix B). From these RFP responses, the Borough of Penns Grove will select the Applicant with the most advantageous proposal to finalize project details by creation and execution of a contract with the Borough.

This notice and proposal documents are available online on the Borough of Penns Grove website and are accessible by clicking the Bid Opportunities tab on the left side of the screen. To access project information, click on the appropriate RFP link at www.pennsgrove-nj.org.

All questions shall be in writing and are to be submitted to the Penns Grove Authorized Representative via email to Dena Moore Johnson, Borough Engineer at engineer@pennsgrove-nj.org.

This broadband service contract will be funded through a combination of the New Jersey Broadband Infrastructure Deployment Equity (NJBIDE) Pilot Program grant and Service Provider investment.

1. INTRODUCTION

The Borough of Penns Grove, Salem County, New Jersey ("Penns Grove"), is soliciting proposals from qualified Internet Service Providers (ISPs) to design, construct, and operate a fiber broadband network consisting of underground and aerial components. The proposed FTTH network spans the Penns Grove-Carneys Point School District and will serve approximately 4,300 locations, including 3,900 households, 18 Community Anchor Institutions (CAIs), and 400 businesses (collectively, the Investment Area).

This project will be funded largely by a grant awarded to Penns Grove by the New Jersey Broadband Infrastructure Deployment Equity (NJBIDE) Pilot Program which is supported by the U.S. Treasury's Capital Projects Fund (CPF). It is anticipated that the selected ISP will provide a matching financial contribution (cash/in-kind) to ensure that the project deployment costs are fully covered.

2. PROJECT GOALS AND OBJECTIVES

The following are Penns Grove's requirements and goals under this RFP:

- Deliver broadband access to all addresses within the project area using an underground and/or aerial fiber (FTTH) architecture. (Note: FTTP may be used for MDUs if each household receives the advertised performance.)
- Provide reliable, affordable, and scalable high-speed internet service, without data caps or throttling
- Offer a minimum of three tiers of symmetrical service (other tiers optional):
 - Residential: 100/100 Mbps (target price \$39.99/month)
 - Business: 300/300 Mbps (target price \$59.00/month)
 - CAIs: 1000/1000 Mbps (target price \$89.00/month)
- Provide in-premises Wi-Fi equipment
- Target latency \leq 50 milliseconds roundtrip to enable interactive services; not to exceed 100 ms roundtrip
- Ensure network is fully deployed and operational by December 31, 2026
- Promote digital inclusion by offering digital skills training and a reduced cost plan to low-income households
- Promote long-term sustainability by maintaining and evolving network infrastructure to support growing bandwidth needs

Provide optional supplementary services, as feasible, based upon demand:

- Extended indoor coverage with Mesh Wi-Fi solutions
- Bundled entertainment packages
- Bundled telephony services

- Bundled Internet security services (firewall, spam prevention, etc.)
- Provider may provide additional product offerings with different features

Support digital skills training to ensure newly enabled subscribers are equipped to leverage their broadband service.

3. SCOPE OF WORK

The selected ISP will be responsible for:

- **Network Design:** Detailed Engineering and permitting for an underground and/or aerial fiber broadband network that connects approximately 4,300 locations.
 - ISP will leverage existing high-level design information and prepare detailed engineering plans for permitting and construction.
- **Construction:** Deployment of infrastructure, including fiber backbone (to appropriate Middle-Mile interconnection points), drops, and related facilities.
- **Marketing & Enrollment including Field-Based Community Outreach:** Promote broadband service offering through local advertising (flyers, town hall meetings, bulletin boards, etc.) within the Investment Area and provide education/assistance to maximize community engagement. The Applicant must deploy dedicated local field representatives responsible for door-to-door outreach, local sign-up events, and participation in community meetings. Outreach representatives must reside in or near Penns Grove and reflect the linguistic and cultural diversity of the community.
- **Digital Skills Training:** Applicant must propose a plan to deliver digital skills training in partnership with local institutions such as schools, libraries, or nonprofit organizations. Training should include basic digital literacy, online safety, and use of internet-based public services.
- **Operations & Maintenance:** Provision of internet service, installation, customer support, network monitoring, and maintenance to ensure the long-term scalability and sustainability of the network.
- **Cybersecurity & Protection Against Other Threats:** Respondent must implement advanced cybersecurity measures (including firewall protections, DDoS mitigation and end-to-end data encryption). Key network data must be stored in multiple geographically separated data centers to ensure data integrity, even in extreme events.
- **Financing:** Contributing a portion of the project funding in conjunction with NJBIDE/CPF grant funds.
- **Compliance with Federal & State Labor Regulations:** Respondent must fully comply with Davis-Bacon Act requirements, OSHA safety regulations, and New Jersey state labor laws, ensuring ethical labor practices that minimize risk.

4. COMMUNITY ECONOMIC IMPACT REQUIREMENTS

Local Hiring Commitment:

The selected Applicant must commit to employing local labor to the greatest extent feasible, including during network construction, installation, and operations. Preference will be given to Applicants that demonstrate a clear plan to hire and train Penns Grove residents, especially those from disadvantaged backgrounds. Coordination with local workforce development boards or training institutions is strongly encouraged.

5. PROJECT SCHEDULE

Milestone	Date
RFP Issuance	March 11, 2026
Deadline for Questions	March 18, 2026
Response to Questions Posted	March 20, 2026
Proposal Submission Deadline	April 1, 2026
Final Selection	April 3, 2026
Contract Execution	April 10, 2026
Project Completion Deadline	December 31, 2026

6. PROJECT DESCRIPTION

Penns Grove is seeking proposals from qualified Internet Service Providers (ISPs) to design, construct, and operate an underground and/or aerial fiber broadband network. The proposed FTTH network spans the Penns Grove-Carneys Point School District and will serve approximately 4,300 locations, including approximately 5,800 households, 18 Community Anchor Institutions (CAIs), and 400 businesses (collectively, the Investment Area).

Penns Grove estimates that the cost per location is approximately \$2,600 and would require the ISP to make a minimum match of \$1,400,000. This project will be funded by a combination of a grant awarded to Penns Grove by the New Jersey Broadband Infrastructure Deployment Equity (NJBIDE) Pilot Program and the selected ISP's matching contribution (cash/in-kind) to ensure that the project deployment costs are fully covered. Since this represents a significant financial incentive for the ISP, it is expected that the ISP will be able to offer residents, businesses and CAIs in the Penns Grove-Carney Point School District an affordable, reliable, scalable and sustainable broadband service for the long term.

Funds awarded to Penns Grove for broadband infrastructure deployment will be disbursed

via the NJBIDE Pilot Program on a pro-rata basis as milestones are completed and homes/businesses/CAIs in the Investment Area are activated in accordance with the schedule below:

- 10% - 433 locations passed
- 35% - 1,515 locations passed
- 60% - 2,597 locations passed
- 85% - 3,678 locations passed
- 100% - 4,327 locations passed

The remaining construction and subsequent operational costs will be the responsibility of the selected ISP. The financial contribution from Penns Grove is explicitly designed to compensate and adjust the overall project's financial metrics to acknowledge that the selected ISP will be making available specific, pre-defined broadband services within the specified Investment Area.

Project Requirements:

The following section is intended to describe the network and product requirements associated with the Investment Area.

This RFP defines FTTH technologies as the solution the ISP respondent should use to deliver its broadband service, understanding that it offers the most robust broadband connections to our residents, businesses and CAIs in the investment Area.

- System designed and constructed to ensure to 99.9% uptime.
- Network backhaul capacity per station site must be 1 Gigabit per second (Gbps) minimum, but capable of scaling to accommodate the maximum customer capacity as designed. Total Internet peering capacity must accommodate the aggregate backhaul bandwidth of all base stations be scalable if implementing a hub-and-spoke design.
- Latency: Service latency must not exceed 100 milliseconds (ms) round-trip time.
- All products proposed MAY NOT contain monthly data caps or bandwidth/speed reduction due to metered usage.
- NJBIDE's financial assistance shall not be used to procure services, nor enter into a contract with a party, that uses covered telecommunications technology banned by Section 889 of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. Law 115-232.
- ISP is required to provide a written overview of the technology and plan to achieve the requested connectivity and services.
- ISP must be able to guarantee network availability more than 99% of the time except for outages caused by the customer's equipment, fiber or wire cuts by third parties, downtime for planned maintenance occurring during non-business hours or other

events that cannot be controlled by the provider. ISP shall provide a minimum mean time to restore of 4 hours for electronics and 6 hours for cable issues. ISP shall guarantee monthly average uptime to be greater than 98% in the SLA. ISP shall provide both telephone and internet customer support access to open tickets for service issues. The ISP will ensure coverage of the locations provided.

- Penns Grove requires that all planned broadband connections be completed prior to **December 31, 2026**, preferably sooner, or by the negotiated date of the contract with the Borough. Within their RFP response, Applicants shall provide a proposed schedule for connectivity for the entire Investment Area.

7. PROJECT INVESTMENT AREA

The investment area is set forth in Appendix B with the proposed build timeline. Penns Grove will issue a single award to address the Investment Area, prioritizing proposals that best meet the service requirements and implementation schedule. The selected ISP may not subcontract portions of the project.

8. PROPOSAL RESPONSES

Each proposal must include the following:

- Cover Letter and Executive Summary
- Company Overview, Qualifications, and Experience
- Detailed Network Design and Deployment Plan
- Technology Specifications (fiber type, architecture, equipment)
- Construction Timeline with Key Milestones
- Financial Plan and Cost Estimates
- Service Tiers and Pricing Strategy
- Operations and Customer Support Plan
- Regulatory and Permitting Strategy
- Digital Inclusion and Community Engagement Plan
- Risk Assessment and Mitigation Strategy

In preparing responses, please consider the following as additional guidelines for required content in the proposal:

1. Provide a restatement of the goals, objectives, and project tasks to demonstrate the responder's understanding of the project and your approach to this project. Please reference the Project Description section in your responses.
2. Provide your background and experience in the following areas:
 - a. Coverage Area: summarize your company's current service area footprint and estimated customer size, both residential and business.
 - b. Services: describe any direct experience and knowledge your company has in providing residential and business broadband services.
 - c. FTTH construction and operations: describe any prior experience

deploying fiber infrastructure to residential homes, MDUs, businesses and CAIs as well as deploying broadband services over said infrastructure.

3. Provide the ISP's proposed Investment Area connectivity schedule and discuss any phasing.
4. ISP shall provide substantive information/documentation which illustrates its financial capabilities to deliver, operate, maintain and improve its proposed network over the long term.
5. Each respondent shall provide a minimum of three (3) references where similar projects have been completed. These projects should be similar in design and scope. Identify key personnel who will work with Penns Grove over the term of their agreement.
6. ISPs must submit a proposal for services which sets forth options for the greatest extent of broadband service through fiber, in the underserved investment areas (see Appendix B), clearly delineating the costs per location.
7. The Applicant must provide network architecture documentation. Network architecture should consider a redundant topology that provides resiliency in the network. While not every component of the network can be redundant, where feasible the ISP should take steps to make service offerings as resilient as possible.
8. Describe ISP's network expected availability for more than 99% of the time except for outages caused by the customer's equipment, fiber or wire cuts by third parties, downtime for planned maintenance occurring during non-business hours or other events that cannot be controlled by the provider.
9. Describe how the ISP would provide data that demonstrates the network's performance meets the required standards. These standards will need to be met for services contracted. Speeds will be tested and proven as negotiated in the contract.
10. Each respondent must provide a comprehensive project management plan to ensure timely and efficient execution of all phases of the project. This plan should include clear milestones, deliverables, and resource allocation strategies to maintain accountability throughout the process.
11. Each respondent can submit at least one letter detailing a community engagement plan which will be given credit toward the Community engagement criteria for assessment of RFP submissions.
12. Each respondent can submit at least one letter of support from a workforce development board or training provider confirming engagement or collaboration with the respondent's hiring and outreach plan which will be given credit toward the Community engagement criteria for assessment of RFP submissions.
13. The Borough would consider bifurcated proposals for build and operation of the network.

RFP Question and Answer Process

Following the RFP Issue Date, Respondents may submit written questions regarding this RFP at any time prior to March 18, 2026, via electronic mail to the following address

engineer@pennsgrove-nj.org: All questions regarding this RFP should be directed to Borough Engineer Dena Moore Johnson at engineer@pennsgrove-nj.org. All questions related to the RFP must contain in the subject line of the e-mail, the following identifier: **“Penns Grove 2025 Broadband RFP – Questions”**.

Penns Grove reserves the right to directly contact the Applicant (via e-mail or phone) to clarify questions received. All submitted questions will receive a written response with the resulting written communications containing questions and answers forwarded to all organizations receiving the original RFP.

It is the sole responsibility of the Applicant to inquire about any requirement of this RFP that is not fully understood.

Any individual who would like to receive future updates on this RFP must submit their name, organization, and email address to the Penns Grove Authorized Representative by such deadline as well. Questions submitted to the Authorized Representative do not create exceptions to the terms and conditions of this RFP.

All questions submitted to, and answers provided by the Penns Grove Authorized Representative shall be shared on or before March 20, 2026, with those individuals who submitted their name, organization, and email address in accordance with the requirements above. Respondents shall not contact any person who is an employee, officer, elected official or agent of Penns Grove with respect to this RFP, except for the Authorized Representative. The Penns Grove Borough Council may disqualify any Respondent who makes such contact.

Proposal Format and Submittal Procedure

All proposals must be electronically generated in a format suitable for review by Penns Grove. Respondents must submit one (1) printed paper copy of their proposal and one (1) Portable Document Format (PDF) version of all proposal materials saved on a USB flash drive. These items may be hand delivered or sent by U.S. Mail to the Municipal Clerk, Borough of Penns Grove at the address provided on the Cover Page of this RFP.

Submittal Process

RFP responses must be complete and submitted using the formats, processes, and timelines outlined in this RFP. Final RFP submittal information documents will only be accepted in paper and PDF formats, as indicated above, submitted in a sealed envelope, with the required number of copies. The outside of the sealed envelope shall be marked with the identifier: **“Penns Grove 2026 Broadband RFP Response”**.

Responses received after the specified due date and time shall result in disqualification of the Applicant's RFP submittal and will not be accepted. All proposals submitted become the property of Penns Grove. Facsimile printed, electronically submitted, or telephoned proposals will not be considered.

The deadline for Penns Grove’s receipt of a Respondent’s proposal, in both the printed and PDF versions as outlined above, is April 1, 2026, before 10:00 a.m. Respondents may submit their proposals any time prior to the above-mentioned deadline. Failure to submit the required formats and number of copies by this deadline may be subject to disqualification from the RFP process. Penns Grove shall bear no responsibility for submitting proposals on behalf of any Respondent. **No extensions shall be granted for responses to this RFP.**

Each Respondent shall carefully examine the RFP and thoroughly familiarize themselves with all requirements prior to submitting a proposal to ensure that the proposal meets the intent and requirements. Before submitting a proposal, each Respondent shall be responsible for making all investigations and examinations necessary to ascertain conditions affecting the intent and requirements. Failure to make such investigations and examinations shall not relieve the Respondent from its obligation to comply, in every detail, with all RFP provisions and requirements.

It is Penns Grove’s intent to commence final negotiations with the Respondent deemed to deliver services most advantageous to the residents, businesses and CAIs within the subject district. Penns Grove reserves the right to conduct post-proposal discussions with any Respondent.

PROPOSAL EVALUATION

Penns Grove will evaluate all proposals using the following criteria to conduct a best-value evaluation:

CRITERIA	Weight
Technical Design and Network Architecture	10%
Experience and Qualifications	15%
Financial Plan and ISP Contribution	30%
Project Timeline and Readiness	15%
Operations and Maintenance Plan	15%
Community Impact and Digital Inclusion	10%
Regulatory Compliance and Risk Management	5%

Bonus Considerations:

Device Distribution Initiative: Respondents may receive bonus points by proposing a device access program to supply low-cost or free internet-enabled devices (laptops, tablets, hotspots) to income-qualified residents.

After evaluating all proposals, a Penns Grove Authorized Representative, and one or more third-party consultant(s) may choose to interview the top candidates.

Penns Grove reserves the right to accept or reject any, and all proposals or to waive any irregularities in selecting the award recipient.

Terms, Conditions, Limitations and Exceptions

1. This RFP does not commit Penns Grove to issue an award or to pay any costs incurred in the preparation of a proposal in response to this RFP.
2. The proposals will become part of Penns Grove's official files without any obligation on Penns Grove's part.
3. All proposals received and any or all supporting documentation are subject to the State of New Jersey Public Records Act and the provisions of New Jersey Law. Penns Grove will use reasonable due diligence where lawful to protect materials clearly marked by any Respondent as "proprietary," "trade secret "or "confidential". General technology approach or business model information does not constitute "proprietary," "trade secret" or "confidential" information.
4. Respondent(s) shall not offer any gratuities, favors, or anything of monetary value to any official or employee of Penns Grove.
5. Respondent(s) shall not collude in any manner, or engage in any practices, with any other Respondent(s) or Third Party, which may restrict or eliminate competition or otherwise restrain trade. This is not intended to preclude subcontracts and joint ventures for the purposes of: (1) responding to this RFP, or (2) establishing a project team with the required experience and/or capability to provide the services specified herein. Conversely, Penns Grove can combine or consolidate proposals, or portions thereof, for the purposes mentioned herein.
6. All proposals submitted must be the original work product of the Respondent. The copying or paraphrasing of the work product of another Respondent is not permitted.
7. The RFP and the related responses of the selected Respondent may by reference become part of any formal agreement between any selected Respondent and Penns Grove. Penns Grove and such selected Respondent may negotiate a contract or contracts based on Penns Grove templates in accordance with Uniform Guidance, 2 CFR 200.317-327, N.J.S.A. 40:11-1, et seq., N.J.A.C. 5:34 and the NJBIDE/CPF grant. In the event an agreement cannot be reached with the selected Respondent, Penns Grove reserves the right to select an alternative Respondent. Penns Grove reserves the right to negotiate with alternative Respondent(s) the exact terms and conditions of the contract.

8. Respondents, their authorized representatives, and their agents are responsible for obtaining, and will be deemed to have full knowledge of the conditions, requirements, and specifications of the RFP at the time a proposal is submitted to Penns Grove.
9. Penns Grove may terminate its review of a Respondent's proposal or an Awardees' performance under a contract in the event of a default by the Respondent or Awardee and a failure to cure such default after receiving notice of default from Penns Grove. Default may result from the Respondent's or Awardee's failure to perform under the terms of the contract or from the Respondent or Awardee becoming insolvent, having a substantial portion of its assets assessed for the benefit of creditors, or having a receiver or trustee appointed.
10. Penns Grove reserves the right to unilaterally disqualify any Respondent who in the Borough's opinion fails to provide information or data requested or who provides materially inaccurate or misleading information or data. Further, Penns Grove reserves the right to unilaterally disqualify any Respondent based on any real or apparent conflict of interest that is disclosed by the proposal submitted or any other data or information available to Penns Grove. This disqualification is at the sole discretion of Penns Grove. By submission of a proposal hereunder, the Respondent waives any right to object now, or at any future time, before anybody or agency, including but not limited to, Penns Grove's elected officials, officers, agents, or employees, or any court, as to the exercise by Penns Grove of such right to disqualify or as to any disqualification by reason of real or apparent conflict of interest determined by Penns Grove.
11. Penns Grove shall have the unilateral right to reject any Respondent RFP response including, but not limited to the following:
 - (a) Failure to submit the RFP response for the Borough to receive it by the deadline of April 1, 2026, before 10:00 am.
 - (b) Failure to submit the RFP response to the correct location.
 - (c) Failure to submit the RFP response in the prescribed formats and number of copies.
 - (d) Failure to include all requested information.
 - (e) Taking exception to the terms, conditions, and specifications herein.

NOTE: Any deviation/ omission from the preceding list may void a Respondent response.

The issuance of this RFP and the acceptance of a proposal does not constitute an agreement by Penns Grove that any contract or other agreement will be entered

into by Penns Grove. Penns Grove expressly reserves the right to:

- (a) Reject any or all proposals.
- (b) Reissue the RFP.
- (c) Accept portions of individual or multiple RFP responses.
- (d) Request more information and/or clarification of proposals from any or all Respondents.
- (e) Waive immaterial defect(s) or informality(ies).

The foregoing granting of exclusive negotiation rights does not commit Penns Grove to accept all or any of the terms of the proposal(s). Final terms of any agreement will be agreed upon during negotiations. Negotiations may be terminated at any time by Penns Grove for failure to reach mutually acceptable terms.

- 12. Penns Grove reserves the right to request clarification of any proposal after all proposals have been received.
- 13. Penns Grove reserves the right to select elements from different individual proposals and to combine and consolidate them in any way that best serves Penns Grove's interest. Penns Grove reserves the right to reduce the scope of the project and evaluate only the remaining elements from all proposals. Penns Grove reserves the right to reject specific elements contained in all proposals and to complete the evaluation process based only on the remaining items.
- 14. Any disputes arising out of this agreement that result in litigation shall be governed by the laws of New Jersey venued in Salem County, NJ.
- 15. This RFP, the responses thereto, and any awarded contract thereunder shall for all purposes be construed and enforced in accordance with the laws of the State of New Jersey and the United States of America without regard to conflict of law principles. All Respondents shall comply with any and all applicable orders, rules or regulations of the Federal Communications Commission ("FCC"), New Jersey Board of Public Utilities ("NJ BPU"), and Federal and State law in submitting a response to this RFP, and during the term and in performance of any contract awarded as a result of this RFP. The ISP shall adhere to the federal requirements of the US Treasury's Capital Projects Funds Program in accepting an award under this RFP.
- 16. Entities submitting proposals must have the capacity to enter into a legally binding contract. All contract amounts, if any, resulting from this solicitation will be paid directly to the entity submitting the accepted proposal. In any accepted proposal, to authorize payments directly to another third party upon contracting, the proposing entity may be required to fully execute such

proper payment authorization forms as acceptable to Penns Grove.

17. The selected Respondent shall be required during the project to cooperate fully, and in any reasonable manner by request, from appropriate Penns Grove officials, officers, agents, employees, contractors, subcontractors and volunteers.

OTHER REQUIREMENTS

Service requirements:

- a. Speed: Must provide Qualifying Broadband service, defined as no less than 100 Megabits per second (Mbps) download and no less than 100 Mbps upload for residential customers. At least two additional tiers of service must be offered: symmetric 300 Mbps service for business customers and symmetric 1000 Mbps service for CAIs. The delivered service should generally exceed 80% of the advertised download and upload speeds.
- b. Availability: Service outages must not exceed 48 hours in a given 365-day period (excluding force majeure occurrences).
- c. Latency: Service latency must not exceed 100 milliseconds (ms) round-trip time.
- d. Equal access: Service must not be subject to data caps, surcharges, or usage-based throttling, and must adhere to the same acceptable use policies that apply to all other broadband internet access service plans offered by the ISP to their subscribers.
- e. Affordability: Broadband service prices should be reasonably affordable for the subscribers within the Investment Area. As referenced earlier, and repeated below, target pricing for the three required tiers of service are as follows:
 - Residential: 100/100 Mbps (target price \$39.99/month)
 - Business: 300/300 Mbps (target price \$59.00/month)
 - CAIs: 1000/1000 Mbps (target price \$89.00/month)

The service provider should participate in the Affordable Connectivity Program or any successor program or any other program that would promote service affordability to low-income subscribers in the Investment Area.

- f. ISP must comply with all applicable federal, state, local laws in delivering the services to the grantee and the subscribers within the service area.

As part of the response to this Request for Proposals (RFP), each proposing Internet Service Provider (ISP) must demonstrate the ability and commitment to provide broadband service availability to eligible properties within the Borough of Penns Grove, NJ, as defined by state and federal broadband program guidelines.

The following documentation is required as part of the proposal submission:

1. Service Availability Address List

- The proposal must support service to the detailed list of street addresses in Appendix C in Penns Grove, NJ, to which broadband service will be made available upon project completion.

2. Mapping and GIS Data

- Proposals must support service to the geospatial map (KMZ) showing the Investment Area, with clearly marked boundaries and identify all locations where service connection will be established.

3. Serviceability Verification Methodology

- The ISP must outline the methodology used to determine serviceability (e.g., physical plant proximity, current infrastructure, fiber route plans).
- Applicants must certify that all listed addresses will be capable of receiving the proposed minimum broadband speeds upon project completion.

4. Compliance with NJ State Broadband Goals

- All proposed connections must comply with the New Jersey Office of Broadband Connectivity guidelines, including priorities for serving unserved or underserved areas as most recently defined by the NJBPU, NTIA, and FCC.

5. Deployment Timeline and Milestones

- The ISP shall align to the project implementation timeline and specific milestones, including the estimated date by which each identified property will be serviceable.

6. Ongoing Reporting Commitment

- The RFP awardee must commit to providing monthly updates to the Penns Grove administrator including verified addresses developed or connected, associated take-rate data (as allowable), and any updates to the service area that may impact planned deployment in Penns Grove.
- As-built documentation (including updated address/service lists) will be required as part of the project close-out process to confirm that service has been made available as proposed.

All address-level service documentation must align with the FCC Broadband Serviceable Location Fabric and be reported in compliance with federal reporting obligations under the FCC's Broadband Data Collection (BDC) rules. The grantee may be required to provide address-level data to federal agencies if the project receives federal funding or leverages federal datasets.

All Respondents to this Request for Proposals (“RFP”) shall comply with the procurement and contracting requirements of the State of New Jersey, including but not limited to the following:

1. **Public Contracts Law:** The award of any contract pursuant to this RFP shall be made in accordance with the New Jersey Local Public Contracts Law, N.J.S.A. 40A:11-1 et seq., and all applicable rules, regulations, and guidance issued by the Division of Local Government Services within the New Jersey Department of Community Affairs.
2. **Business Registration Requirements:** Pursuant to N.J.S.A. 52:32-44, Respondents must provide proof of valid Business Registration with the New Jersey Division of Revenue prior to award of contract. Subcontractors must also provide proof of business registration prior to rendering services under the contract.
3. **Political Contributions Disclosure (Pay-to-Play):** Respondents must comply with all applicable requirements of N.J.S.A. 19:44A-20.4 et seq. ("Pay-to-Play" law) and municipal/county ordinances regarding political contributions disclosure.
4. **Affirmative Action Requirements:** Respondents shall comply with the requirements of N.J.A.C. 17:27, including the submission of an Affirmative Action Employee Information Report (AA302) or a current Certificate of Employee Information Report issued by the Division of Public Contracts Equal Employment Opportunity Compliance.
5. **Equal Employment Opportunity and Anti-Discrimination:** In accordance with N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27-1.1 et seq., contractors shall not discriminate against any employee or applicant for employment because of race, creed, color, national origin, ancestry, age, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex.
6. **Prevailing Wage Act:** If the project involves construction or public works, Respondents shall comply with the New Jersey Prevailing Wage Act, N.J.S.A. 34:11-56.25 et seq.
7. **Disclosure of Investment Activities in Iran:** In accordance with P.L. 2012, c.25 (N.J.S.A. 52:32-55 et seq.), Respondents must complete and submit the Disclosure of Investment Activities in Iran form.
8. **Debarment Certification:** Respondents must certify that neither the contractor nor any subcontractors are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in contracts by any governmental entity.
9. **Insurance and Bonding Requirements:** The selected contractor must comply with all insurance and bonding requirements set forth in the RFP and/or required under New Jersey law.
10. **Open Public Records Act (OPRA):** All proposals submitted in response to this RFP shall be subject to disclosure under the New Jersey Open Public Records Act, N.J.S.A. 47:1A-1 et seq., subject to applicable exceptions and redactions as permitted by law.

**FEDERAL TERMS AND CONDITIONS – CAPITAL PROJECTS FUND
(CPF)**

This project is funded in whole or in part with federal funds from the Capital Projects Fund (CPF), authorized by Section 604 of the American Rescue Plan Act of 2021, Pub. L. 117-2 (March 11, 2021). As such, the following federal terms and conditions apply and shall be incorporated into any contract or agreement resulting from this RFP.

1. Compliance with Federal Law, Regulations, and Executive Orders

The selected contractor (hereafter "Contractor") agrees to comply with all applicable federal statutes, regulations, executive orders, and federal agency policies, procedures, and directives, including but not limited to:

- 2 CFR Part 200 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards
- 2 CFR Part 180 – OMB Guidelines to Agencies on Governmentwide Debarment and Suspension (Nonprocurement)
- 31 CFR Part 35 – Regulations for the Coronavirus Capital Projects Fund
- Executive Order 11246 – Equal Employment Opportunity
- Copeland Anti-Kickback Act (40 U.S.C. 3145)
- Contract Work Hours and Safety Standards Act (40 U.S.C. 3701–3708)
- Clean Air Act (42 U.S.C. 7401–7671q) and the Federal Water Pollution Control Act (33 U.S.C. 1251–1387)

2. Non-Debarment and Suspension

Pursuant to Executive Orders 12549 and 12689, and as set forth at 2 CFR Part 180 and 2 CFR Part 200.214, the Contractor certifies that it is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency.

3. Equal Employment Opportunity

In accordance with Executive Order 11246, as amended, and 41 CFR Part 60, the Contractor shall not discriminate against any employee or applicant because of race, color, religion, sex, sexual orientation, gender identity, or national origin.

4. Davis-Bacon Act and Related Acts

If applicable (i.e., if construction work is involved), the Contractor must comply with the Davis-Bacon Act (40 U.S.C. 3141–3144, and 3146–3148), and must pay laborers and mechanics at rates not less than those prevailing on projects of a similar character in the locality as determined by the U.S. Secretary of Labor.

5. Buy America Preference (if applicable)

To the extent applicable, the Contractor shall comply with the Build America, Buy America Act (BABAA), requiring iron, steel, manufactured products, and construction materials used in the project to be produced in the United States, unless a waiver has been granted.

6. Record Retention and Access

The Contractor must retain all financial records, supporting documents, and related records for a period of at least five (5) years after final payment or as otherwise required by 2 CFR §200.334. The Contractor must allow the federal awarding agency, the Treasury Office of Inspector General (OIG), the Government Accountability Office (GAO), the pass-through

entity, and their representatives to access any books, documents, papers, and records to conduct audits or examinations.

7. Domestic Preferences for Procurement

In accordance with 2 CFR §200.322, to the greatest extent practicable, the Contractor is encouraged to provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States.

8. Prohibition on Covered Telecommunications Equipment

The Contractor shall not use federal funds to procure or obtain covered telecommunications equipment or services, as defined in 2 CFR §200.216, including equipment produced by Huawei Technologies Company, ZTE Corporation, and other entities considered a national security risk.

9. Lobbying Restrictions

In accordance with 31 U.S.C. §1352, contractors that receive more than \$100,000 must certify that no federal appropriated funds have been paid to influence federal officials in connection with awarding of federal contracts, grants, loans, or cooperative agreements.

10. Conflict of Interest

The Contractor must disclose in writing any potential conflict of interest in accordance with 2 CFR §200.112, and must maintain standards of conduct covering organizational and personal conflicts of interest.

11. Performance and Reporting

The Contractor shall cooperate with all performance and outcome reporting requirements imposed by the awarding agency or the recipient of the CPF award, and submit any required reports in a timely manner.

12. Termination for Cause and Convenience

The awarding entity may terminate this contract for cause or convenience in accordance with 2 CFR §200.340, including noncompliance with federal statutes or regulations, or failure to achieve agreed-upon performance benchmarks.

Acknowledgment

By submitting a response to this RFP, the Respondent acknowledges and agrees to be bound by the foregoing Federal Terms and Conditions as a material part of any resulting contract.

APPENDIX A
ISP RESPONDENT PROPOSAL

Company NAME: _____

ADDRESS: _____

TELEPHONE:

REPRESENTATIVE: _____

Please answer the questions below for project proposal.

Project Area:

- Number of customers to be served _____
- Speed of service to be provided _____
- Amount of ISP investment _____
- Consumer pricing of service _____
- Service outside target area Yes___No___ Est #: _____

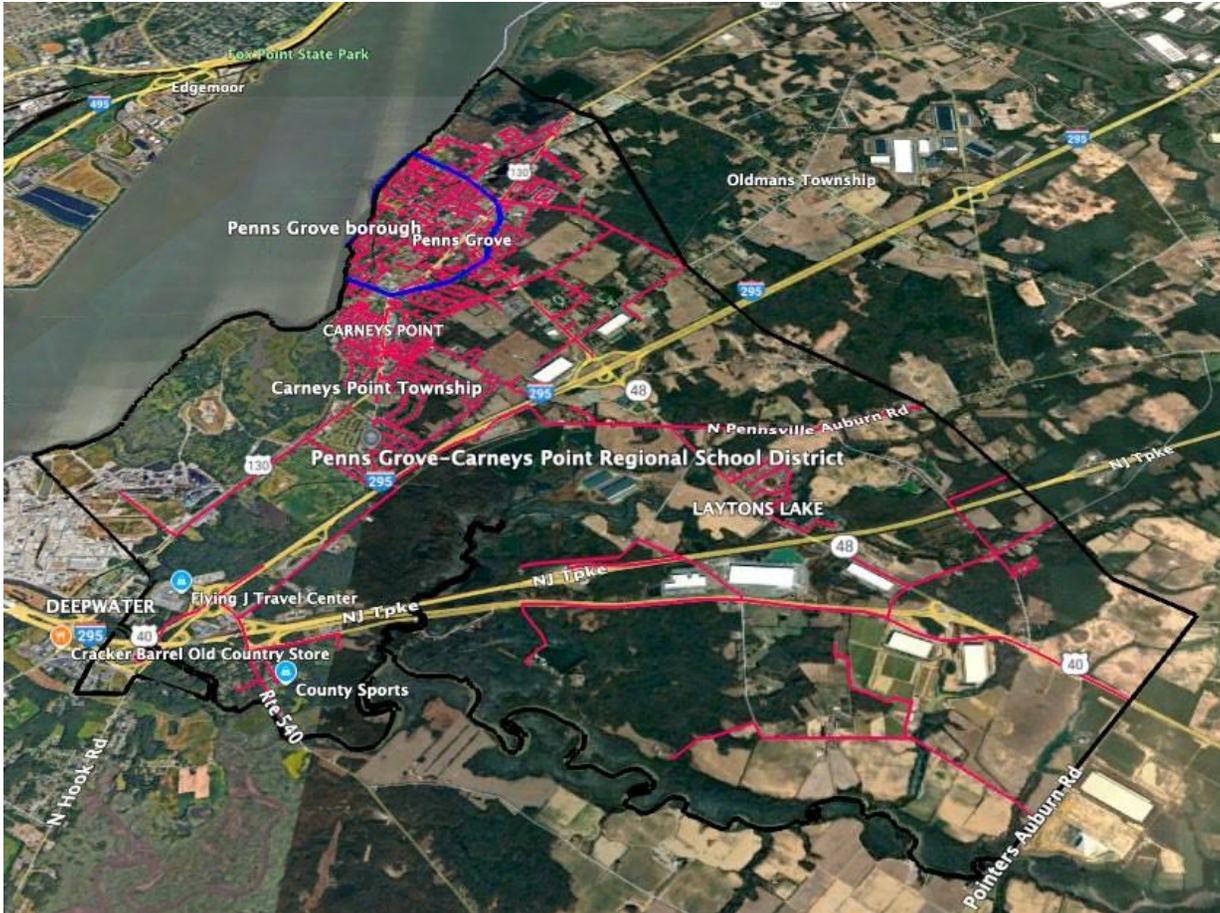
I, _____, an authorized representative of the above indicated firm, have reviewed, and understand the Broadband Service in Penns Grove's Request for Proposal, and I/we am/are prepared to provide the required services for the above costs.

Signature: _____ Date: _____

APPENDIX B

MAP OF INVESTMENT AREA

Map available in KMZ format with borders and Geology information



Penns Grove	2025						2026											
	7-Jul	1-Aug	1-Sep	1-Oct	1-Nov	1-Dec	1-Jan	1-Feb	1-Mar	1-Apr	1-May	1-Jun	1-Jul	1-Aug	1-Sep	1-Oct	1-Nov	31-Dec
ISP Proposal	█	█	█															
Proposal Review			█															
Proposal Award			█															
Design/Engineering				█	█	█												
Material Orders					█	█	█	█	█	█	█	█	█	█				
Headend/Middle Mile Planning					█	█												
Headend activation						█	█	█	█	█	█							
Construction Start								█	█	█	█	█	█	█	█			
Network Test & Activation									█	█	█	█	█	█	█	█	█	
Construction Complete													█	█	█	█	█	█

APPENDIX C

Address list Excel doc

APPENDIX D

LETTER OF SUPPORT FROM COMMUNITY STAKEHOLDER

Please submit at least one letter of support from a community stakeholder such as a municipality, school district, housing authority, nonprofit, or neighborhood group in the Penns Grove-Carneys Point area.

APPENDIX E

LETTER OF SUPPORT FROM A LOCAL LABOR OR TRAINING INSTITUTE

Please submit at least one letter of support from a local labor union, workforce development board, or training provider confirming engagement or collaboration with the respondent's hiring and outreach plan.

APPENDIX F

VENDOR AFFIDAVIT FORM

PROJECT NAME: Broadband Deployment and Services in Penns Grove, NJ

NON-DELINQUENCY OF PERSONAL PROPERTY TAXES:

The undersigned, being duly sworn, if a contract is awarded you, states that we (the Vendor) are not charged at the time the bid was submitted with delinquent personal property taxes on the general tax list of personal property of any county in which you as a taxing district have territory and that we were not charged with delinquent property taxes on any such tax list. Nor do I have any debt owed to the State of New Jersey.

NON-DISCRIMINATION AND EQUAL EMPLOYMENT OPPORTUNITY:

That we do not and shall not discriminate against any employee or applicant for employment because of race, religion, color, or national origin. If awarded the bid and/or contract under this proposal, said party shall take affirmative action to ensure that applicants are employed and that employees are treated, during employment, without regard to their race, religion, color, sex, or national origin. If successful as the lowest and best bidder under the foregoing proposal this party shall post non-discrimination notices in conspicuous places available to employees and applicants for employment setting forth the provisions of this affidavit. Furthermore, said party agrees to abide by the assurances found in N.J.A.C. § 17:27-3.1 in contract provisions with the owner if selected as the successful bidder by the Owner.

NON-COLLUSION:

That the bid being submitted is genuine and not collusive or sham; that we/I have not colluded, conspired, connived, or agreed, directly or indirectly, with any other bidder or person, to submit a sham bid, or refrain from bidding; have not in any manner, directly or indirectly sought by agreement or collusion, or communication or conference, with any person, to fix the bid price of affiant or any other bidder, to fix any overhead, profit or cost element of said bid price, or of that of any other bidder; to secure advantages against Penns Grove or any person or persons interested in the proposed contract; that all statements contained in said proposal of bid are true, and that, such bidder has not, directly or indirectly submitted this bid, or the contents thereof, or divulged information or data relative thereto to any other potential information or date relative thereto to any other potential bidder. Further, Affiant affirms that no Penns Grove employee has any financial interest in this company or the bid being submitted.

That we do hereby affirm the above statements to be true and in consideration of the award of the aforementioned contract, the above statements are incorporated in said contract as a covenant of the undersigned.

Company Name

Company Tax I.D. Number

Bidder/Vendor Signature

Print Name & Title

Sworn to before me and subscribed in my presence this _____ day of _____, 20____.

Notary Public Signature

Date Commission Expires

REPRESENTATIONS, ASSURANCES, AND CERTIFICATIONS

1. Company Name: _____
2. Company Address: _____
3. Telephone Number: _____ FAX: _____
4. The name and telephone number of the person(s) who has the authority to submit Proposal:

5. The name and telephone number of the person(s) who has the authority to sign contracts:

6. The legal status of the Offeror's organization _____
7. Date of establishment/ incorporation: _____
8. Federal Employer Identification Number (FEIN): _____
9. Is the Offeror co-owned or controlled by a parent company? ___ Yes ___ No
If yes, name of parent company: _____
10. Is the Offeror authorized/ licensed to do business in the state of NJ? ___ Yes ___ No
11. Is the Offeror bound by Federal, State, or local Affirmative Action or Equal Employment Opportunity rules? ___ Yes ___ No
If yes, has the company filed all required EEO reports to the necessary agencies? ___ Yes ___ No
12. The Offeror certifies that it is not debarred nor suspended under Federal and State rulings from receiving federal funds. ___ Yes ___ No
13. Does the company have current or future plans for a buyout or sale? ___ Yes ___ No
14. The Offeror certifies that it will not enter into contracts with subcontractors who are debarred or suspended from such transactions to complete work related to this RFP. ___ Yes ___ No
15. The Offeror certifies it is a drug-free workplace? ___ Yes ___ No
16. The Offeror certifies it is not delinquent on any Federal debt? ___ Yes ___ No